

**COUNCIL ON REAL ESTATE CURRICULUM AND EXAMINATIONS
TELECONFERENCE
MINUTES
FEBRUARY 16, 2006**

PRESENT: Richard Hinsman, Paul Hoffman, Peggy Lovejoy, Barbara McGill,
Lawrence Sager (all via telephone)

EXCUSED: Susan Hamer, Peter Sveum

STAFF PRESENT: Tim Wellnitz, Bureau Director; Barbara Showers and Darwin Tichenor,
Office of Examinations; Roxanne Peterson, Direct Licensing
Coordinator; William Black, Legal Counsel, (via telephone)

GUESTS: Rick Staff, Wisconsin Realtors Association (via telephone)

CALL TO ORDER

Tim Wellnitz, Bureau Director, called the meeting to order at 1:00 p.m. A quorum of five members was present.

ADOPTION OF AGENDA

MOTION: Richard Hinsman moved, seconded by Larry Sager, to approve the agenda as published. Motion carried unanimously.

WELCOME AND INTRODUCTIONS

Tim Wellnitz welcomed the Council members and each member was introduced.

ADMINISTRATIVE REPORT

2006 Meeting Dates

Tim Wellnitz advised that meetings have been scheduled for August 24, 2006, and October 26, 2006. Board members were encouraged to inform the Bureau Director as soon as possible if they will be unable to attend the meetings to assure that there will be a quorum for each meeting.

June 22, 2006 Meeting Date

During the Education and Examinations agenda item discussion, the Council discussed the benefit of having an additional meeting between February and August, 2006.

By consensus: The Council requested that a meeting be scheduled for June 22, 2006. This meeting will follow the Real Estate Board meeting and begin at 1:00 p.m.

EDUCATION AND EXAMINATIONS

Barbara Showers, Director, Office of Examinations, met with the Board to discuss the procedures for the continuing education curriculum and test out exam development for the 2007-2008 biennium.

Council members discussed possible topics that should be covered in the 2007-2008 courses. Topics suggested included:

- Inspection
- 72-hour clause
- Disclosures
- Basics
- Contracts
- Financing Issues
- Condos
- Disclosure responsibilities
- Confidentiality of Offers
- Practice of Law by Brokers
- Buyer/Agency issues
- Offers/contingencies
- Unlicensed practice
- Anti trust laws
- Land Use
- Title
- Environmental Vacant Land
- Ethics
- Fair Housing
- Land use and development beyond zoning, i.e., utility locations

By consensus:

The Council recommended that the Department continue to offer four 3-hour modules of continuing education. Topics suggested included:

Module 1

Issues relating to new listings, agency agreements, legal advice, binding contracts, defaults

Module 2

Issues relating to the offer to purchase, buyer agency, confidentiality of offers (RL24.12), inspection, 72 hour clause, financing issues

Module 3

New developments in the profession, including new agency law, condominium law, vacant land use and development

Module 4

Issues relating to real estate professional ethics or related issues, such as fair housing

By consensus: The Council recommended that the elective courses include

- Broker Supervision
- Commercial
- Rural/Farm/Vacant Land
- Property Management
- Real Estate Auctions
- Condominium Law and Shared Ownership (New)

By consensus:

- The Council recommended that the elective topics be fleshed out to give some structure to the content intended for these options.
- The Council recommended the addition of the topic condominium law and shared ownership to the elective options.
- The Council recommended that the optional topic of buyer agency could be added to the broker supervision elective.

MOTION: Paul Hoffman moved, seconded by Richard Hinsman, that Rick Staff prepare a draft of the courses by the end of May 2006 and that he submit the proposal to Barb Showers who will distribute copies to the Council for review, comment and revision. The Council will review the draft at the June 22, 2006, meeting. Motion carried unanimously.

COMMERCIAL BROKER CONTINUING EDUCATION

The Council discussed whether the commercial brokers should be allowed to substitute for the for Modules 1, 2 and 4.

MOTION: Paul Hoffman moved, seconded by Larry Sager, to recommend to the Department that, unless otherwise recommended by the Council, the commercial brokers be required to take Module 3--New Developments and that commercial brokers be permitted to substitute for Module 1, Module 2 and Module 4 for a total of nine hours in courses taken to obtain or maintain a designation from CCIM, SIOR or IREM, provided that the licensees pass an exam at the end of the course(s) and that these be approved by the Department. Such commercial courses may include conferences, provided there is an exam. Such courses must also consist of no less than the number of hours in the general courses for which the commercial brokerage courses are substituting. Motion carried unanimously.

ADJOURNMENT

MOTION: Larry Sager moved, seconded by Barbara McGill, to adjourn the meeting at 2:35 p.m. Motion carried unanimously.

NEXT MEETING: June 22, 2006